M & Y MARINE SERVICES W.L.L

10-Year Anniversary Edition | 2016 – 2026

Celebrating a Decade of
Elevating Ship Repair Performance

Where expertise meets execution in ship repair.

M&Y
MARINE SERVICES W.L.L



Kingdom of Bahrain | info@mandyms.com | www.mandyms.com

About MYMS

From the vision of an engineer to a trusted regional consultancy: a journey rooted in five decades of ship repair craft.

1976

THE FOUNDATION

Magdy Sharkawy graduates from Alexandria University, Marine Engineering & Naval Architecture.

1982

BAHRAIN & ASRY

Joins ASRY in Bahrain; 30+ years leading complex ship repair projects.

2016

MYMS FOUNDED

Lifetime of experience transformed into M & Y Marine Services W.L.L.

2026

10 YEARS STRONG

Serving shipyards & vessel owners across the Middle East, Africa & Europe.

OUR MISSION

We bring *clarity* where the industry brings *complexity.*

The ship repair sector rewards those who navigate technical, commercial, and operational challenges with precision and integrity, yet these three domains often work in isolation, creating gaps, disputes, and preventable overruns. Our mission is to close those gaps.

How We Approach It

Three commitments guide everything we do

Transparency

We say what we see. No hidden agendas, no inflated estimates, no surprises at the end.

Accuracy

We bring technical precision to commercial decisions. Numbers matter. So does the work behind them.

Partnership

We succeed when our clients succeed. We stand with shipyards and owners alike, protecting their interests, helping them grow with confidence.

WHY IT MATTERS

Ship repair is too critical — and too costly — for anything less than clarity. When all parties understand the real scope, the true cost, and the actual timeline, **projects flow. disputes shrink. relationships strengthen.** The industry becomes more predictable and more fair for everyone at the table; from the yard floor to the owner's office.

Founder's Message

For more than five decades, my life has been shaped by the craft and discipline of ship repair. I learned that this industry rewards three things above all: technical precision, commercial clarity, and honest communication. Steel and machinery matter, but trust is what holds a project together.

In 2016, I chose to turn that lifetime of experience into something lasting. I founded M & Y Marine Services W.L.L, not as a departure from my career, but as its continuation. MYMS was built on a simple conviction: that shipyards and vessel owners deserve a partner who brings clarity where the industry too often brings complexity. Transparency, accuracy, and partnership were not chosen as slogans. They are the standards I have tried to hold to my entire working life.

Ten years on, I am proud of what that conviction has become. We have helped shipyards strengthen their operations, sharpen their estimating, and build the internal capability to grow with confidence. We have stood beside vessel owners through tender reviews, cost oversight, and final billing; protecting their scope, their budgets, and their interests when it mattered most. And we have done this from Bahrain, a base that connects us naturally to the Gulf and, beyond it, to Africa and Europe.

An anniversary is not only a moment to look back. The work ahead is to keep raising the standard to make ship repair more predictable, more transparent, and more fair for everyone at the table, from the yard floor to the owner's office. That is the industry I want to help shape, and it is the purpose that continues to drive this company.

To our clients, our partners, and everyone who has placed their trust in us over these ten years: thank you. The next decade is built on the same foundation as the first; experience earned in real shipyards, values that do not bend, and a commitment to elevating ship repair performance across the region.

Magdy Sharkawy

Magdy Sharkawy
Founder & CEO,
M & Y Marine Services W.L.L



Company at a Glance

Founded
2016

Headquarters
Bahrain Financial Harbour
Kingdom of Bahrain

Founder
Magdy Sharkawy
Marine Engineer
(Alexandria University, 1976)

Experience
50+ years in ship repair, including 30+ years at ASRY, Bahrain

Specialisation
Ship Repair Consultancy — Technical, Commercial & Operational

Reach
Middle East, Africa, Europe

Why Bahrain?

Our location is more than a pin on the map — it is a strategic advantage.

- **Central Gulf Access:**
  Bahrain's proximity to Saudi Arabia, Kuwait, Qatar, the UAE, and key regional ports makes it an ideal hub for maritime collaboration.
- **Business-Friendly Environment:**
  A stable, tax-efficient, innovation-driven platform for regional partnerships.
- **Agile Access to Decision Makers:**
  Compact geography and forward-looking regulation enable faster coordination and deeper engagement across the region.
- **Gateway Beyond the Gulf:**
  Seamless links to East Africa, the Red Sea, and the Mediterranean extend MYMS' operational reach into Africa and Europe.



Our Regional Reach

Headquartered in the Kingdom of Bahrain, MYMS serves clients across the Middle East, Africa, and Europe, combining regional expertise with a remote-ready model that scales to any project. From long-term operational consulting to specialised project support, our team delivers flexibly, precisely, and with your interests at the forefront.

Our Services — Architecture

MYMS delivers value through two interconnected pillars, combining long-term transformation with hands-on, on-demand expertise.

Pillar 1

For Shipyards

Optimise operations, build capability, strengthen profitability

Department Assessment

Full diagnostic: estimation, planning, invoicing, documentation

Corrective Action Implementation

SOPs, risk registers, coaching during change adoption

Targeted Training

Estimators, invoicers, planners — competency certification

Tender & Invoice Support

Estimation, cost validation, VO claims, reconciliation

Digital Tender Library

Templates, KPI dashboards, indexed estimation archives

Pillar 2

For Shipowners & Ship Management Companies

Transparency, technical accuracy, commercial protection

Tender Review & Yard Selection

Independent comparison — scope, pricing, hidden risks.

Pre-Repair Scope Validation

Aligned to vessel condition, class history, obligations

Progress & Cost Oversight

KPIs, VO monitoring, owner representation during repair

Invoice Verification

Final billing matched to milestones and approved VOs

Class Documentation & Close-Out

Certificates, QA/QC files, digital archive for class/flag

Pre-repair

Tender review - Scope validation - Yard selection

During repair

Progress monitoring - Cost oversight - Owner representation

Post-repair

Invoice verification - Class documentation
Project close-out



Pillar 1A — Shipyard Macro Services

Long-Term Development Programs

Ship Repair Department Assessment & Consultation

A full diagnostic review of how the yard operates — from estimation and planning to invoicing and documentation.

- **Why it matters:** Identifies bottlenecks, revenue leakage, and risks; defines a realistic improvement roadmap.
- **We deliver:** Diagnostic report, maturity score, gap analysis, and prioritised action plan.





Corrective Action Implementation

Hands-on implementation of the improvements identified in the assessment.

- **Why it matters:** Converts recommendations into measurable changes; reduces rework and risk.
- **We deliver:** SOPs, standardised reporting, risk registers, coaching during change adoption.

Targeted Training for Ship Repair Professionals

Focused training for estimators, invoicers, and planners/work preparers.

- **Why it matters:** Improves accuracy, speed, and internal capability across critical roles.
- **We deliver:** Customised modules, case exercises, competency checklists, and certification.



Pillar 1B — Shipyard Micro Services

On-Demand Expertise

Service	What It Is	Why It Matters	What We Deliver
Tender Estimation Support	Full breakdown and costing of repair tenders with compliant technical and commercial offers.	Protects margins and improves win probability under tight timelines.	Costed BOQ, risk notes, and bid packs.
Pre-Contract Cost Validation	Second-layer review of internal estimates before award.	Reduces underbidding risk and costly overruns.	Validation memo, assumption tests, risk/opportunity notes.
Invoicing & Variation Claim Support	Support for accurate, justified invoicing and variation orders.	Accelerates cash flow and reduces disputes.	Interim/final invoice packs, VO dossiers, tracking dashboards.
Post-Repair Cost Reconciliation	Actual-vs-estimate analysis to strengthen future bids.	Institutionalises lessons learned and improves estimation models.	Close-out report and model updates.
Class & Compliance Documentation	Compilation of QA/QC records, certificates, and completion dossiers for class/flag.	Prevents delays in approvals and handover.	Class-ready documentation set and digital archive.
Digital Tender Library Setup	Templates, indexed archives, and KPI dashboards for faster, more accurate tendering.	Creates repeatable performance and scalable growth.	Template suite, historical library, dashboard starter kit.



Pillar 2A — Shipowner Pre-Repair Services

Before a vessel enters repair, the decisions made about scope, yard selection, and contract terms set the foundation for every outcome that follows. MYMS provides independent, experience-driven advisory to protect your interests from day one.

Tender Review & Yard Selection Advisory

Independent review and comparison of shipyard tenders.

- **Why it matters:** Reveals hidden risks and clarifies scope, pricing, and exclusions.
- **We deliver:** Comparative matrix, risk register, and best-fit recommendation.





Pre-Repair Scope Validation

Validation of proposed work scope against vessel condition, class history, and obligations.

- **Why it matters:** Prevents costly surprises after docking.
- **We deliver:** Validation note, alignment checklist, and clarifications to the yard.

Pillar 2B — During & Post-Repair Services

Progress Monitoring & Cost Oversight

Monitoring of progress, KPIs, and variation orders, including owner representation.

- **Why it matters:** Provides control without constant onboard presence.
- **We deliver:** Progress reports, cost impact tracker, VO log and recommendations.





Invoicing Verification & Final Billing Review

Verification that invoices match milestones and approved variation orders.

- **Why it matters:** Reduces disputes and ensures fair payment.
- **We deliver:** Invoice verification report and acceptance/challenge memo.

Class Documentation & Project Close-Out

Compilation and verification of closing documentation for class/flag authority and owner.

- **Why it matters:** Ensures compliance and timely redelivery.
- **We deliver:** Final repair dossier, certificates, QA/QC files, and digital archive.





Core Competencies

Ship Repair Consultancy Excellence
Optimisation across estimation, documentation, oversight, and commercial alignment.

Operational Transformation
Department-level improvements for efficiency, compliance, and profitability.

Technical Precision
Audit-ready tendering, invoicing, and repair documentation aligned to class standards.

Strategic Location Advantage
Bahrain base with direct access to key maritime corridors.

Stakeholder-Centric Approach
Diplomatic problem-solving and structured communication.

Scalable Regional Reach
Remote-ready, regionally embedded delivery model.

Legacy-Driven Leadership
Decades of industry experience and deep stakeholder trust.

10-Year Anniversary Highlights (2016–2026)

1. **Strengthened shipyard operations** through SOPs, estimation accuracy, and workflow upgrades.
2. **Supported vessel owners** with transparent tender reviews, invoice verification, and contract clarity.
3. **Delivered extensive tender estimations** and cost validations, reducing risk and protecting margins.
4. **Enhanced documentation compliance** — class files, QA/QC packages, and completion dossiers.
5. **Built capability** through targeted training for estimators, invoicers, and planners.
6. **Developed a remote-ready consultancy model** serving the Middle East, Africa, and Europe.
7. **Expanded regional footprint** with engagements in Bahrain, Saudi Arabia, and Egypt.

Selected Clients

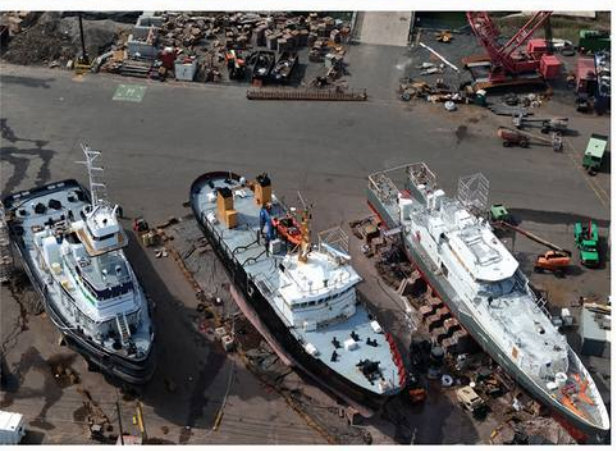
Arab Shipbuilding & Repair Yard (ASRY)
Bahrain

Balaghah Shipyard
Saudi Arabia

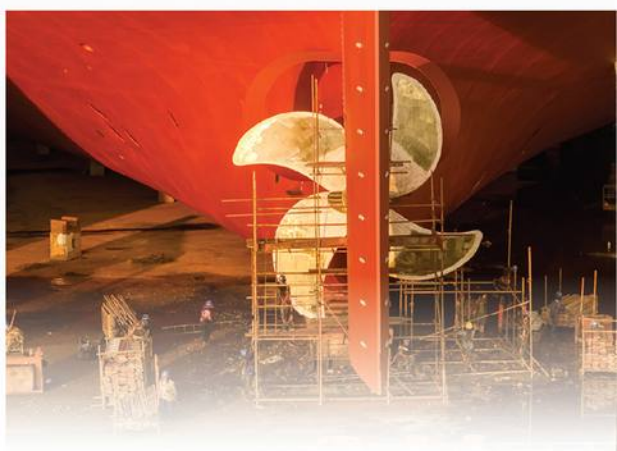
Suez Canal Authority
Port Said Shipyard (Current Engagement)







Why Clients Choose MYMS

Specialist Focus

100% dedicated to ship repair consultancy — no distractions, no dilution.

Full Alignment

Bridging technical, operational, and commercial realities simultaneously.

Five Decades of Practical Experience

Real shipyards, real projects — not theory.

Clarity in Complexity

Structure, fairness, and transparency where others bring confusion.

Capability Building

We strengthen teams and systems — we do not create dependency.

Remote-Ready & Regionally Embedded

Fast, secure, cross-border delivery across the Gulf and beyond.

Integrity First

Fairness, accuracy, and trust earned over decades.

Ready to Begin?

Optimise your ship repair operations: **Start with a Department Assessment.**

Need cost and scope control: **Request our Tender & Invoice Audit.**

Build internal capability: **Enroll your team in our Estimation & Invoicing Masterclass.**

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